

Table 5.1 Estimated Detailed Operating Expenses of U.S. Merchant Wholesalers, Except Manufacturers' Sales Branches and Offices¹ by Kind of Business: 2007

[Dollar estimates are shown in millions of dollars. Estimates have been adjusted using results of the 2002 Economic Census]

| 2002 NAICS code | Kind of business | Sales | Operating expenses, total | Total operating expenses as percent of sales | Annual payroll | | Employer costs for fringe benefits | | Contract labor costs, including temporary help | | Expensed equipment | |
|-----------------|--|------------------|---------------------------|--|----------------|------------------|------------------------------------|------------------|--|------------------|--------------------|------------------|
| | | | | | Amount | Percent of total | Amount | Percent of total | Amount | Percent of total | Amount | Percent of total |
| 42 | U.S. Merchant Wholesalers, except Manufacturers' Sales Branches and Offices | 4,150,455 | 554,083 | 13.3 | 247,380 | 44.6 | 46,975 | 8.5 | 8,026 | 1.4 | 2,815 | 0.5 |
| 423 | Durable goods | 1,997,552 | 338,785 | 17.0 | 153,227 | 45.2 | 28,963 | 8.5 | 4,519 | 1.3 | 2,039 | 0.6 |
| 4231 | Motor Vehicle and Motor Vehicle Parts and Supplies..... | 324,957 | 42,119 | 13.0 | 15,586 | 37.0 | 3,136 | 7.4 | 792 | 1.9 | 157 | 0.4 |
| 4232 | Furniture and Home Furnishings | 65,548 | 16,811 | 25.6 | 7,020 | 41.8 | 1,142 | 6.8 | 326 | 1.9 | 77 | 0.5 |
| 4233 | Lumber & Other Construction Materials | 129,267 | 24,629 | 19.1 | 11,265 | 45.7 | 2,286 | 9.3 | 286 | 1.2 | 148 | 0.6 |
| 4234 | Professional and Commercial Equipment and Supplies | 344,740 | 59,555 | 17.3 | 28,478 | 47.8 | 4,805 | 8.1 | 653 | 1.1 | 567 | 1.0 |
| 42343 | Computer and Computer Peripheral Equipment and Software | 175,143 | 23,532 | 13.4 | 11,792 | 50.1 | 1,638 | 7.0 | 317 | 1.3 | 109 | 0.5 |
| 4235 | Metals and Minerals, ex. Petroleum | 162,289 | 19,058 | 11.7 | 8,541 | 44.8 | 1,788 | 9.4 | 291 | 1.5 | 86 | 0.5 |
| 4236 | Electrical Goods | 311,441 | 50,794 | 16.3 | 24,389 | 48.0 | 4,560 | 9.0 | 814 | 1.6 | 305 | 0.6 |
| 4237 | Hardware, and Plumbing and Heating Equipment and Supplies | 88,890 | 21,387 | 24.1 | 10,243 | 47.9 | 1,940 | 9.1 | 194 | 0.9 | 98 | 0.5 |
| 4238 | Machinery, Equipment, and Supplies | 329,983 | 65,601 | 19.9 | 33,293 | 50.8 | 6,724 | 10.2 | 580 | 0.9 | 333 | 0.5 |
| 4239 | Miscellaneous Durable Goods | 240,437 | 38,832 | 16.2 | 14,413 | 37.1 | 2,583 | 6.7 | 584 | 1.5 | 266 | 0.7 |
| 424 | Nondurable Goods | 2,152,903 | 215,297 | 10.0 | 94,153 | 43.7 | 18,012 | 8.4 | 3,507 | 1.6 | 776 | 0.4 |
| 4241 | Paper and Paper Products | 92,809 | 16,076 | 17.3 | 7,889 | 49.1 | 1,388 | 8.6 | 182 | 1.1 | 95 | 0.6 |
| 4242 | Drugs and Druggists' Sundries | 358,632 | 17,836 | 5.0 | 6,812 | 38.2 | S | S | S | S | S | S |
| 4243 | Apparel, Piece Goods, and Notions | 120,315 | 26,438 | 22.0 | 10,316 | 39.0 | 1,856 | 7.0 | 436 | 1.6 | 70 | 0.3 |
| 4244 | Groceries and Related products | 501,127 | 60,513 | 12.1 | 28,023 | 46.3 | 5,536 | 9.1 | 1,220 | 2.0 | 169 | 0.3 |
| 4245 | Farm Product Raw Materials | 171,962 | 10,764 | 6.3 | 3,862 | 35.9 | 858 | 8.0 | 128 | 1.2 | 35 | 0.3 |
| 4246 | Chemicals and Allied Products | 95,126 | 17,042 | 17.9 | 7,615 | 44.7 | S | S | 146 | 0.9 | 92 | 0.5 |
| 4247 | Petroleum and Petroleum Products | 491,834 | 14,206 | 2.9 | 5,599 | 39.4 | 796 | 5.6 | S | S | 48 | 0.3 |
| 4248 | Beer, Wine, and Distilled Alcoholic Beverages | 100,894 | 18,824 | 18.7 | 9,441 | 50.2 | 2,076 | 11.0 | 121 | 0.6 | 53 | 0.3 |
| 4249 | Miscellaneous Nondurable Goods | 220,204 | 33,599 | 15.3 | 14,595 | 43.4 | S | S | 584 | 1.7 | 142 | 0.4 |

¹ Estimates include data only for businesses with paid employees.

² Other operating expenses exclude purchase of merchandise for resale; bad debt; capitalized expenses; interest expense; and income, sales, and excise taxes.

D Estimate in table is withheld to avoid disclosing data of individual companies; data are included in higher-level totals.

S Estimate does not meet publication standards because of high sampling variability (coefficient of variation is greater than 30%) or poor response quality (total quantity response rate is less than 50%). Unpublished estimates derived from this table by subtraction are subject to these same limitations and should not be attributed to the U.S. Census Bureau. For a description of publication standards and the total quantity response rate, see http://www.census.gov/quality/S20-0_v1.0_Data_Release.pdf.

Z Estimate is less than 0.05

Source of expenses data: 2007 Business Expenses Supplement to the Annual Wholesale Trade Survey.

Notes:

Table 5.1A provides associated estimated measures of sampling variability.

Estimates have not been adjusted for price changes. Additional information on confidentiality protection, sampling error, nonsampling error, sample design, and definitions can be found on the Internet at http://www.census.gov/wholesale/www/how_surveys_are_collected/index.html.

The 2002 revision of NAICS redefined merchant wholesale to include manufacturers' sales branches and offices.

Estimates for detailed expenses may not add to the associated total due to rounding.

Table 5.1 Estimated Detailed Operating Expenses of U.S. Merchant Wholesalers, Except Manufacturers' Sales Branches and Offices¹ by Kind of Business: 2007-- cont.

[Dollar estimates are shown in millions of dollars. Estimates have been adjusted using results of the 2002 Economic Census]

| 2002 NAICS code | Kind of business | Purchases of packaging materials and containers | | Purchases of other materials, parts, and supplies (not for resale) | | Expensed purchases of software | | Data processing and other purchased computer services | | Commission expense | |
|-----------------------|--|---|------------------|--|------------------|--------------------------------|------------------|---|------------------|--------------------|------------------|
| | | Amount | Percent of total | Amount | Percent of total | Amount | Percent of total | Amount | Percent of total | Amount | Percent of total |
| 42 | U.S. Merchant Wholesalers, except Manufacturers' Sales Branches and Offices | 5,184 | 0.9 | 11,806 | 2.1 | 1,839 | 0.3 | 2,222 | 0.4 | 13,006 | 2.3 |
| 423 | Durable goods | 2,469 | 0.7 | 6,247 | 1.8 | 1,258 | 0.4 | 1,475 | 0.4 | 8,159 | 2.4 |
| 4231 | Motor Vehicle and Motor Vehicle Parts and Supplies..... | 219 | 0.5 | 590 | 1.4 | 166 | 0.4 | 321 | 0.8 | S | S |
| 4232 | Furniture and Home Furnishings | 205 | 1.2 | 294 | 1.7 | 44 | 0.3 | 66 | 0.4 | 760 | 4.5 |
| 4233 | Lumber & Other Construction Materials | 202 | 0.8 | 708 | 2.9 | 66 | 0.3 | 74 | 0.3 | 285 | 1.2 |
| 4234 | Professional and Commercial Equipment and Supplies | S | S | 797 | 1.3 | 238 | 0.4 | 248 | 0.4 | 1,754 | 2.9 |
| 42343 | Computer and Computer Peripheral Equipment and Software | S | S | 259 | 1.1 | 101 | 0.4 | S | S | 660 | 2.8 |
| 4235 | Metals and Minerals, ex. Petroleum | 236 | 1.2 | 620 | 3.3 | 53 | 0.3 | 55 | 0.3 | 279 | 1.5 |
| 4236 | Electrical Goods | 305 | 0.6 | 587 | 1.2 | 322 | 0.6 | 244 | 0.5 | 1,315 | 2.6 |
| 4237 | Hardware, and Plumbing and Heating Equipment and Supplies | 191 | 0.9 | 369 | 1.7 | 96 | 0.4 | 76 | 0.4 | S | S |
| 4238 | Machinery, Equipment, and Supplies | 395 | 0.6 | 1,338 | 2.0 | 181 | 0.3 | 279 | 0.4 | 1,228 | 1.9 |
| 4239 | Miscellaneous Durable Goods | 266 | 0.7 | 944 | 2.4 | 93 | 0.2 | 111 | 0.3 | 1,089 | 2.8 |
| 424 | Nondurable Goods | 2,714 | 1.3 | 5,558 | 2.6 | 581 | 0.3 | 748 | 0.3 | 4,846 | 2.3 |
| 4241 | Paper and Paper Products | 234 | 1.5 | 223 | 1.4 | 58 | 0.4 | 41 | 0.3 | 327 | 2.0 |
| 4242 | Drugs and Druggists' Sundries | S | S | S | S | S | S | S | S | S | S |
| 4243 | Apparel, Piece Goods, and Notions | 314 | 1.2 | 275 | 1.0 | 77 | 0.3 | 134 | 0.5 | 1,050 | 4.0 |
| 4244 | Groceries and Related products | 981 | 1.6 | 2,264 | 3.7 | 116 | 0.2 | 254 | 0.4 | 847 | 1.4 |
| 4245 | Farm Product Raw Materials | 101 | 0.9 | 218 | 2.0 | 18 | 0.2 | 27 | 0.2 | 209 | 1.9 |
| 4246 | Chemicals and Allied Products | 184 | 1.1 | 469 | 2.8 | 52 | 0.3 | 55 | 0.3 | 324 | 1.9 |
| 4247 | Petroleum and Petroleum Products | 52 | 0.4 | 616 | 4.3 | S | S | 33 | 0.2 | 485 | 3.4 |
| 4248 | Beer, Wine, and Distilled Alcoholic Beverages | 51 | 0.3 | 421 | 2.2 | 50 | 0.3 | 32 | 0.2 | 113 | 0.6 |
| 4249 | Miscellaneous Nondurable Goods | 594 | 1.8 | 833 | 2.5 | 103 | 0.3 | 105 | 0.3 | 739 | 2.2 |

¹ Estimates include data only for businesses with paid employees.

² Other operating expenses exclude purchase of merchandise for resale; bad debt; capitalized expenses; interest expense; and income, sales, and excise taxes.

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Z Estimate is less than 0.05

Source of expenses data: 2007 Business Expenses Supplement to the Annual Wholesale Trade Survey.

Notes:

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Table 5.1 Estimated Detailed Operating Expenses of U.S. Merchant Wholesalers, Except Manufacturers' Sales Branches and Offices¹ by Kind of Business: 2007-- cont.

[Dollar estimates are shown in millions of dollars. Estimates have been adjusted using results of the 2002 Economic Census]

| 2002 NAICS code | Kind of business | Purchased communication services | | Purchased repairs and maintenance to machinery and equipment | | Purchased repairs and maintenance to buildings, structures, and offices | | Lease and rental payments for machinery and equipment | | Lease and rental payments for buildings, offices, stores | |
|-----------------|--|----------------------------------|------------------|--|------------------|---|------------------|---|------------------|--|------------------|
| | | Amount | Percent of total | Amount | Percent of total | Amount | Percent of total | Amount | Percent of total | Amount | Percent of total |
| 42 | U.S. Merchant Wholesalers, except Manufacturers' Sales Branches and Offices | 5,801 | 1.0 | 7,209 | 1.3 | 3,191 | 0.6 | 5,698 | 1.0 | 23,706 | 4.3 |
| 423 | Durable goods | 3,960 | 1.2 | 3,726 | 1.1 | 1,924 | 0.6 | 2,736 | 0.8 | 15,171 | 4.5 |
| 4231 | Motor Vehicle and Motor Vehicle Parts and Supplies..... | 377 | 0.9 | 347 | 0.8 | 185 | 0.4 | 199 | 0.5 | 1,641 | 3.9 |
| 4232 | Furniture and Home Furnishings | 166 | 1.0 | 95 | 0.6 | 68 | 0.4 | 167 | 1.0 | 1,278 | 7.6 |
| 4233 | Lumber & Other Construction Materials | 286 | 1.2 | 517 | 2.1 | 157 | 0.6 | 408 | 1.7 | 1,451 | 5.9 |
| 4234 | Professional and Commercial Equipment and Supplies | 785 | 1.3 | 280 | 0.5 | 387 | 0.7 | 277 | 0.5 | 2,234 | 3.8 |
| 42343 | Computer and Computer Peripheral Equipment and Software | 351 | 1.5 | 77 | 0.3 | 51 | 0.2 | 80 | 0.3 | 826 | 3.5 |
| 4235 | Metals and Minerals, ex. Petroleum | 176 | 0.9 | 345 | 1.8 | 109 | 0.6 | 328 | 1.7 | 723 | 3.8 |
| 4236 | Electrical Goods | 719 | 1.4 | 370 | 0.7 | 259 | 0.5 | 316 | 0.6 | 1,970 | 3.9 |
| 4237 | Hardware, and Plumbing and Heating Equipment and Supplies | 287 | 1.3 | 223 | 1.0 | 130 | 0.6 | 240 | 1.1 | 1,191 | 5.6 |
| 4238 | Machinery, Equipment, and Supplies | 818 | 1.2 | 773 | 1.2 | 468 | 0.7 | 499 | 0.8 | 2,689 | 4.1 |
| 4239 | Miscellaneous Durable Goods | 346 | 0.9 | 775 | 2.0 | 162 | 0.4 | 302 | 0.8 | 1,996 | 5.1 |
| 424 | Nondurable Goods | 1,841 | 0.9 | 3,484 | 1.6 | 1,266 | 0.6 | 2,962 | 1.4 | 8,535 | 4.0 |
| 4241 | Paper and Paper Products | 159 | 1.0 | 138 | 0.9 | 81 | 0.5 | 263 | 1.6 | 828 | 5.1 |
| 4242 | Drugs and Druggists' Sundries | S | S | 111 | 0.6 | S | S | S | S | 610 | 3.4 |
| 4243 | Apparel, Piece Goods, and Notions | 194 | 0.7 | 100 | 0.4 | 66 | 0.2 | 90 | 0.3 | 1,310 | 5.0 |
| 4244 | Groceries and Related products | 473 | 0.8 | 1,179 | 1.9 | 457 | 0.8 | 1,026 | 1.7 | 2,189 | 3.6 |
| 4245 | Farm Product Raw Materials | 93 | 0.9 | 426 | 4.0 | 149 | 1.4 | 163 | 1.5 | 184 | 1.7 |
| 4246 | Chemicals and Allied Products | 187 | 1.1 | 267 | 1.6 | S | S | 238 | 1.4 | 593 | 3.5 |
| 4247 | Petroleum and Petroleum Products | 135 | 0.9 | 461 | 3.2 | 115 | 0.8 | 373 | 2.6 | 638 | 4.5 |
| 4248 | Beer, Wine, and Distilled Alcoholic Beverages | 140 | 0.7 | 343 | 1.8 | 91 | 0.5 | 250 | 1.3 | 645 | 3.4 |
| 4249 | Miscellaneous Nondurable Goods | 319 | 1.0 | 460 | 1.4 | 116 | 0.3 | 439 | 1.3 | 1,537 | 4.6 |

¹ Estimates include data only for businesses with paid employees.

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| 2002 NAICS code | Kind of business | Purchased electricity | | Purchased fuels (except motor fuels) | | Water, sewer, refuse removal, and other utility payments | | Purchased transportation, shipping and warehousing services | | Purchased advertising and promotional services | |
|-----------------------|--|-----------------------|------------------|--------------------------------------|------------------|--|------------------|---|------------------|--|------------------|
| | | Amount | Percent of total | Amount | Percent of total | Amount | Percent of total | Amount | Percent of total | Amount | Percent of total |
| 42 | U.S. Merchant Wholesalers, except Manufacturers' Sales Branches and Offices | 5,708 | 1.0 | 2,446 | 0.4 | 1,425 | 0.3 | 27,772 | 5.0 | 22,417 | 4.0 |
| 423 | Durable goods | 2,903 | 0.9 | 1,254 | 0.4 | 918 | 0.3 | 16,330 | 4.8 | 15,425 | 4.6 |
| 4231 | Motor Vehicle and Motor Vehicle Parts and Supplies | 316 | 0.8 | 103 | 0.2 | 74 | 0.2 | 1,590 | 3.8 | 6,030 | 14.3 |
| 4232 | Furniture and Home Furnishings | 140 | 0.8 | 47 | 0.3 | 36 | 0.2 | 743 | 4.4 | 505 | 3.0 |
| 4233 | Lumber & Other Construction Materials | 303 | 1.2 | 226 | 0.9 | 104 | 0.4 | 1,251 | 5.1 | 391 | 1.6 |
| 4234 | Professional and Commercial Equipment and Supplies | 295 | 0.5 | 116 | 0.2 | 65 | 0.1 | 2,752 | 4.6 | 2,709 | 4.5 |
| 42343 | Computer and Computer Peripheral Equipment and Software | 77 | 0.3 | S | S | 12 | Z | 974 | 4.1 | 1,144 | 4.9 |
| 4235 | Metals and Minerals, ex. Petroleum | 231 | 1.2 | 109 | 0.6 | 53 | 0.3 | 1,402 | 7.4 | 203 | 1.1 |
| 4236 | Electrical Goods | 406 | 0.8 | 100 | 0.2 | 66 | 0.1 | 2,264 | 4.5 | 1,721 | 3.4 |
| 4237 | Hardware, and Plumbing and Heating Equipment and Supplies | 255 | 1.2 | 99 | 0.5 | 55 | 0.3 | 938 | 4.4 | 528 | 2.5 |
| 4238 | Machinery, Equipment, and Supplies | 591 | 0.9 | 223 | 0.3 | 113 | 0.2 | 2,477 | 3.8 | 1,227 | 1.9 |
| 4239 | Miscellaneous Durable Goods | 366 | 0.9 | 232 | 0.6 | 352 | 0.9 | 2,914 | 7.5 | 2,113 | 5.4 |
| 424 | Nondurable Goods | 2,804 | 1.3 | 1,192 | 0.6 | 507 | 0.2 | 11,442 | 5.3 | 6,992 | 3.2 |
| 4241 | Paper and Paper Products | 129 | 0.8 | 42 | 0.3 | 27 | 0.2 | 709 | 4.4 | 358 | 2.2 |
| 4242 | Drugs and Druggists' Sundries | S | S | S | S | S | S | 1,137 | 6.4 | S | S |
| 4243 | Apparel, Piece Goods, and Notions | 171 | 0.6 | 30 | 0.1 | 33 | 0.1 | 1,370 | 5.2 | 2,075 | 7.8 |
| 4244 | Groceries and Related products | 1,062 | 1.8 | 326 | 0.5 | 211 | 0.3 | 3,124 | 5.2 | 1,008 | 1.7 |
| 4245 | Farm Product Raw Materials | 270 | 2.5 | 230 | 2.1 | 24 | 0.2 | S | S | 87 | 0.8 |
| 4246 | Chemicals and Allied Products | 199 | 1.2 | 145 | 0.8 | 56 | 0.3 | 1,062 | 6.2 | 222 | 1.3 |
| 4247 | Petroleum and Petroleum Products | 238 | 1.7 | 128 | 0.9 | 28 | 0.2 | 671 | 4.7 | 75 | 0.5 |
| 4248 | Beer, Wine, and Distilled Alcoholic Beverages | 175 | 0.9 | 84 | 0.4 | 24 | 0.1 | 393 | 2.1 | 1,161 | 6.2 |
| 4249 | Miscellaneous Nondurable Goods | 427 | 1.3 | 189 | 0.6 | 75 | 0.2 | S | S | 780 | 2.3 |

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| 2002 NAICS code | Kind of business | Purchased professional and technical services | | Depreciation and amortization charges | | Taxes and license fees | | Other operating expenses ² | |
|-----------------------|--|--|---------------------|--|---------------------|------------------------|---------------------|--|---------------------|
| | | Amount | Percent of total | Amount | Percent of total | Amount | Percent of total | Amount | Percent of total |
| 42 | U.S. Merchant Wholesalers, except Manufacturers' Sales Branches and Offices | 15,120 | 2.7 | 23,164 | 4.2 | 7,867 | 1.4 | 63,441 | 11.4 |
| 423 | Durable goods | 9,757 | 2.9 | 12,964 | 3.8 | 4,625 | 1.4 | 38,802 | 11.5 |
| 4231 | Motor Vehicle and Motor Vehicle Parts and Supplies..... | 1,232 | 2.9 | 1,818 | 4.3 | 707 | 1.7 | S | S |
| 4232 | Furniture and Home Furnishings | 409 | 2.4 | 523 | 3.1 | 203 | 1.2 | 2,507 | 14.9 |
| 4233 | Lumber & Other Construction Materials | 356 | 1.4 | 915 | 3.7 | 384 | 1.6 | 2,562 | 10.4 |
| 4234 | Professional and Commercial Equipment and Supplies | 2,750 | 4.6 | 2,190 | 3.7 | 478 | 0.8 | S | S |
| 42343 | Computer and Computer Peripheral Equipment and Software | 1,424 | 6.1 | 906 | 3.9 | 154 | 0.7 | S | S |
| 4235 | Metals and Minerals, ex. Petroleum | 440 | 2.3 | 758 | 4.0 | 353 | 1.9 | 1,878 | 9.9 |
| 4236 | Electrical Goods | 1,696 | 3.3 | 1,976 | 3.9 | 643 | 1.3 | 5,467 | 10.8 |
| 4237 | Hardware, and Plumbing and Heating Equipment and Supplies | 431 | 2.0 | 607 | 2.8 | 321 | 1.5 | 2,230 | 10.4 |
| 4238 | Machinery, Equipment, and Supplies | 1,422 | 2.2 | 2,493 | 3.8 | 929 | 1.4 | 6,531 | 10.0 |
| 4239 | Miscellaneous Durable Goods | 1,020 | 2.6 | 1,685 | 4.3 | 608 | 1.6 | 5,622 | 14.5 |
| 424 | Nondurable Goods | 5,363 | 2.5 | 10,200 | 4.7 | 3,242 | 1.5 | 24,638 | 11.4 |
| 4241 | Paper and Paper Products | 286 | 1.8 | 551 | 3.4 | 224 | 1.4 | 1,892 | 11.8 |
| 4242 | Drugs and Druggists' Sundries | S | S | 389 | 2.2 | S | S | S | S |
| 4243 | Apparel, Piece Goods, and Notions | 976 | 3.7 | 927 | 3.5 | 277 | 1.0 | 4,290 | 16.2 |
| 4244 | Groceries and Related products | 1,078 | 1.8 | 2,783 | 4.6 | 986 | 1.6 | 5,209 | 8.6 |
| 4245 | Farm Product Raw Materials | 270 | 2.5 | 964 | 9.0 | 236 | 2.2 | S | S |
| 4246 | Chemicals and Allied Products | 424 | 2.5 | 834 | 4.9 | 259 | 1.5 | S | S |
| 4247 | Petroleum and Petroleum Products | 278 | 2.0 | 1,360 | 9.6 | 308 | 2.2 | 1,626 | 11.4 |
| 4248 | Beer, Wine, and Distilled Alcoholic Beverages | 332 | 1.8 | 729 | 3.9 | 319 | 1.7 | 1,780 | 9.5 |
| 4249 | Miscellaneous Nondurable Goods | 878 | 2.6 | 1,662 | 4.9 | 387 | 1.2 | S | S |

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